

**ANDERSON EXHIBIT 18D**

Manufacturer: **Forest Pharmaceuticals**

Effective: 1-1-99 - 12-31-99

Savings: **Up to 12% Rebate on Tiazac**

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#
*Tiazac	120 mg	30	00456-2612-30	Dilacor XR and Cardizem CD	2546778	254677
*Tiazac	180 mg	30	00456-2613-30	Dilacor XR and Cardizem CD	2546786	254678
*Tiazac	240 mg	30	00456-2614-30	Dilacor XR and Cardizem CD	2546794	254679
*Tiazac	300 mg	30	00456-2615-30	No competitive strength available	2546802	254680
*Tiazac	360 mg	30	00456-2616-30	No competitive strength available	2546810	010166

Market Share	Rebate
10.0% - 14.9%	3%
15.0% - 19.9%	6%
20.0% - 24.9%	8%
25.0% - 29.9%	10%
> 29.9%	12%

**Key Facts:**

- Widest range of once-daily diltiazem single capsule dosage strengths.
- Smallest once-daily diltiazem capsule sizes for ease of administration.

**Tiazac Profit Analysis vs. Competitive Item:**

Preferred Product	UM	AWP	Direct Cost	AWP Less 12%	Contract Net Sell**	Profit Per Unit
Tiazac 240 mg Capsule	90	\$133.15	\$109.14	\$117.17	\$98.22	\$18.95

Competing Product	UM	AWP	Direct Cost	AWP Less 12%	Net Sell	Profit Per Unit
Cardizem CD 240 mg Capsule	90	\$178.92	\$149.10	\$157.45	\$152.08	\$5.37

**Pharmacist Action Steps:**

Tiazac, Cardizem CD and Dilacor XR are BC rated: Work with physician to ensure the preferred product is dispensed.

\* If you are a member of Cardinal Health's Profit Pak program, this product will be filled as a Profit Pak item.

\*\* Contract net sell after rebate if a 12% rebate is earned.

Rebates are calculated on Leader as a group.

July - September 1999

11

CH 055687



Manufacturer: **Forest Pharmaceuticals (Continued)**

Effective: 1-1-99 - 12-31-99

Savings: **Up to 12% Rebate on Tiazac**

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#
Tiazac	120 mg	90	00456-2612-90	Dilacor XR and Cardizem CD	2413086	178578
Tiazac	180 mg	90	00456-2613-90	Dilacor XR and Cardizem CD	2413094	178624
Tiazac	240 mg	90	00456-2614-90	Dilacor XR and Cardizem CD	2413102	178918
Tiazac	300 mg	90	00456-2615-90	No competitive strength available	2413110	178934
Tiazac	360 mg	90	00456-2616-90	No competitive strength available	2413128	178086

Market Share	Rebate
10.0% - 14.9%	3%
15.0% - 19.9%	6%
20.0% - 24.9%	8%
25.0% - 29.9%	10%
> 29.9%	12%

#### Key Facts:

- Widest range of once-daily diltiazem single capsule dosage strengths.
- Smallest once-daily diltiazem capsule sizes for ease of administration.

#### Tiazac Profit Analysis vs. Competitive Item:

Preferred Product	UM	AWP	Direct Cost	AWP Less 12%	Contract Net Sell**	Profit Per Unit
Tiazac 240 mg Capsule	90	\$133.15	\$109.14	\$117.17	\$98.22	\$18.95

Competing Product	UM	AWP	Direct Cost	AWP Less 12%	Net Sell	Profit Per Unit
Cardizem CD 240 mg Capsule	90	\$178.92	\$149.10	\$157.45	\$152.08	\$5.37

#### Pharmacist Action Steps:

Tiazac, Cardizem CD and Dilacor XR are BC rated: Work with physician to ensure the preferred product is dispensed.

\*\* Contract net sell after rebate if a 12% rebate is earned.

Rebates are calculated on Leader as a group.





Manufacturer: **Forest Pharmaceuticals**  
 Savings: **20% Rebate on Levothroid**

Effective: 7-1-97 - 12-31-99

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#
Levothroid Tablet	.025 mg	100	00456-0320-01	Synthroid	1314186	090093
*Levothroid Tablet	.05 mg	100	00456-0321-01	Synthroid	1314194	009123
Levothroid Tablet	.075 mg	100	00456-0322-01	Synthroid	1005537	297674
*Levothroid Tablet	.1 mg	100	00456-0323-01	Synthroid	1314202	090166
Levothroid Tablet	.125 mg	100	00456-0324-01	Synthroid	1237916	090182
*Levothroid Tablet	.15 mg	100	00456-0325-01	Synthroid	1057868	090212

#### Key Facts:

- The 0.137 mg strength is not offered by Knoll for Synthroid.
- Levothroid has less excipients in their tablets which could be beneficial to those with allergy problems to Synthroid.
- Although these products are not AB rated, they have been studied and found to be therapeutically interchangeable.

#### Levothroid Profit Analysis vs. Competitive Item:

Preferred Product	UM	AWP	Direct Cost	AWP Less 12%	Contract Net Sell**	Profit Per Unit
Levothroid 0.15 mg	100	\$19.18	\$10.55	\$16.88	\$8.65	\$8.23
Competing Product	UM	AWP	Direct Cost	AWP Less 12%	Net Sell	Profit Per Unit
Synthroid 0.15 mg	100	\$29.58	\$24.65	\$26.03	\$25.14	\$0.89

#### Levothroid Example:

Receive 20% rebate on all purchases of the above listed Levothroid SKU's.

\* If you are a member of Cardinal Health's Profit Pak program, this product will be filled as a Profit Pak item.

\*\* Contract net sell after rebate.

July - September 1999

13

CH 055689

Manufacturer: **Forest Pharmaceuticals (Continued)**

Effective: 7-1-97 - 12-31-99

Savings: **20% Rebate on Levothroid**

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#
Levothroid Tablet	.175 mg	100	00456-0326-01	Synthroid	1291590	090239
*Levothroid Tablet	.2 mg	100	00456-0327-01	Synthroid	1314210	090255
Levothroid Tablet	.3 mg	100	00456-0328-01	Synthroid	1314228	243094
*Levothroid Tablet	.112 mg	100	00456-0330-01	Synthroid	1635523	855901
Levothroid Tablet	.137 mg	100	00456-0331-01	Synthroid	1914258	862908
*Levothroid Tablet	.088 mg	100	00456-0329-01	Synthroid	1633478	855898

**Key Facts:**

- The 0.137 mg strength is not offered by Knoll for Synthroid.
- Levothroid has less excipients in their tablets which could be beneficial to those with allergy problems to Synthroid.
- Although these products are not AB rated, they have been studied and found to be therapeutically interchangeable.

**Levothroid Profit Analysis vs. Competitive Item:**

Preferred Product	UM	AWP	Direct Cost	AWP Less 12%	Contract Net Sell**	Profit Per Unit
Levothroid 0.15 mg	100	\$19.18	\$10.55	\$16.88	\$8.65	\$8.23

  

Competing Product	UM	AWP	Direct Cost	AWP Less 12%	Net Sell	Profit Per Unit
Synthroid 0.15 mg	100	\$29.58	\$24.65	\$26.03	\$25.14	\$0.89

**Levothroid Example:**

Receive 20% rebate on all purchases of the above listed Levothroid SKU's.

\* If you are a member of Cardinal Health's Profit Pak program, this product will be filled as a Profit Pak item.

\*\* Contract net sell after rebate.





Manufacturer: **Glaxo Wellcome**  
Savings: **Up to 20% Rebate**

Effective: 7-1-99 - 3-31-00

Item Description	Strength	Size	NDC#	Compared to:	CIN #	DP#
Flonase Nasal Spray	0.05%	120 dose	00173-0453-01	Allergic Rhinitis Nasal Inhalers	2278182	950262
Flovent Inhalation Aerosol	110 mcg	120 dose	00173-0494-00	Asthma Anti-inflammatory	2478766	393355
Flovent Inhalation Aerosol	220 mcg	120 dose	00173-0495-00	Asthma Anti-inflammatory	2478774	393363
Flovent Inhalation Aerosol	44 mcg	120 dose	00173-0491-00	Asthma Anti-inflammatory	2478758	393339
Flovent Rotadisk	50 mcg		00173-0511-00	Asthma Anti-inflammatory	2745156	274515
Flovent Rotadisk	100 mcg		00173-0509-00	Asthma Anti-inflammatory	2745164	274516
Flovent Rotadisk	250 mcg		00173-0504-00	Asthma Anti-inflammatory	2745172	274517
Imitrex Nasal Spray	20 mg		00173-0523-00	Migraine Treatments	2606838	260683
Imitrex Nasal Spray	5 mg		00173-0524-00	Migraine Treatments	2606846	260684
Imitrex Tablets	25mg	9	00173-0460-02	Migraine Treatments	2378453	921882
Imitrex Tablets	50mg	9	00173-0459-00	Migraine Treatments	2378446	921890

Flonase	Rebate
Growth Over Baseline	
0.50% - 1.49%	1.0%
1.50% - 2.79%	4.0%
2.80% - 3.99%	8.0%
4.00% - 6.79%	11.0%
≥ 6.80%	20.0%

Flovent	Rebate
Growth Over Baseline	
0.33% - 0.99%	1.0%
1.00% - 1.99%	2.8%
2.00% - 2.99%	4.0%
3.00% - 3.99%	7.0%
≥ 4.00%	9.0%

Imitrex Nasal Spray	Rebate
Growth Over Baseline	
1.50% - 2.99%	3.0%
3.00% - 4.49%	4.0%
4.50% - 5.99%	5.0%
≥ 6.00%	6.0%

Imitrex Tablets	Rebate
Growth Over Baseline	
1.00% - 1.99%	0.25%
2.00% - 3.99%	0.50%
4.00% - 5.99%	1.00%
6.00% - 7.99%	1.50%
≥ 8.0%	2.00%

This contract is being tracked by NDC.  
All Leader members must fill out the sign up sheet on the next page.

Rebates are calculated on Leader as a group.  
Products and tiers subject to change.

July - September 1999

15

CH 055691



Manufacturer: **Glaxo Wellcome**  
Savings: **Up to 20% Rebate**

Effective: 7-1-99 - 3-31-00

Item Description	Strength	Size	NDC#	Compared to:	CIN #	DP#
Wellbutrin SR	100 mg	60	00173-0947-55	Treatment of Depression	2522589	519936
Wellbutrin SR	150 mg	60	00173-0135-55	Treatment of Depression	2522571	519332
Serevent Inhalation Aerosol	21mcg/act		00173-0464-00	Inhaled Bronchodilators	2087146	891380
Serevent Inhalation Aerosol Refill	21mcg/act		00173-0465-00	Inhaled Bronchodilators	2087120	891398
Serevent Diskus Inhalation Powder		60	00173-0521-00	Inhaled Bronchodilators	2711919	271191

Wellbutrin SR	Rebate
Growth Over Baseline	
0.5% - 0.9%	3.00%
1.0% - 1.4%	4.00%
1.5% - 1.9%	5.00%
≥ 2.0%	6.00%

Serevent Aerosol	Rebate
Growth Over Baseline	
0.50% - 0.99%	1.00%
1.00% - 1.49%	2.00%
1.50% - 1.99%	3.00%
2.00% - 2.49%	5.00%
≥ 2.50%	6.00%

Serevent Diskus	Rebate
Growth Over Baseline	
0.50% - 0.99%	2.00%
1.00% - 1.49%	3.00%
1.50% - 1.99%	4.00%
2.00% - 2.49%	6.00%
≥ 2.50%	8.00%

This contract is being tracked by NDC.  
All Leader members must fill out the sign up sheet on the next page.

Rebates are calculated on Leader as a group.  
Products and tiers subject to change.



## EXHIBIT E

**AGREEMENT FOR PHARMACY INCLUSION IN  
GLAXO WELLCOME'S PERFORMANCE REBATE AGREEMENT**

The party below hereby certifies that it wishes to access the Glaxo Wellcome Performance Rebate Agreement through the below-named Participant. For the purposes of the Glaxo Wellcome Rebate Agreement, the party below understands and certifies that it is only affiliated with the below-named contract holder.

The party below understands that this affiliation may be changed, but will require notification to the below named group in writing and by signing an agreement with the new contract holder. This notification must also be sent to Glaxo Wellcome.

Please complete the following: (Please Print)

Pharmacy NABP number (must be 7 digits)	_____
Data Vendor:	_____
Pharmacy Name:	_____
DBA:	_____
Address:	_____
City:	_____ St: _____ ZIP: _____
Phone Number:	_____ Contact Person: _____
Authorized Signature:	_____
Printed Name of above:	_____
Effective Date:	_____

Contract Holder Name: <u>Cardinal Distribution</u>
Contract Holder Authorized Signature: _____
Printed Name of Above: Craig Cowman, VP, Rx Product Management
Effective Date: _____

( Fax to: Cardinal Health Attn: Elisabeth Grunwald 614-757-8228 or mail to: Cardinal Distribution, 7000 Cardinal Place, Dublin, OH 43017 Attn: Elisabeth Grunwald )





Manufacturer: **Glenwood**  
Savings: **5% Rebate**

Effective: New Agreement Under Negotiation

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#
*Yocon	5.4 mg	100	53159-0001-01	Caverject	1305671	451223

#### Yocon Profit Analysis:

Preferred Product	UM	AWP	Direct Cost	AWP Less 12%	Contract Net Sell**	Profit Per Unit
Yocon 5.4 mg Tablets	100	\$55.64	\$37.88	\$48.96	\$36.75	\$12.12

#### Yocon Example:

A 5% rebate will be given on all purchases of Yocon 5.4 mg.

\*If you are a member of Cardinal Health's Profit Pak program, this product will be filled as a Profit Pak item.

\*\* Contract net sell after rebate.



Manufacturer: **Horizon Pharmaceutical Corporation**  
 Savings: **Save 5% Off Invoice and up to 4% Rebate**

Effective: 5-1-98 - 4-30-00

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#	Net Sell
Zoto HC		10 ml	59630-0135-01	Cortane	2191401	971901	\$ 12.38

#### Key Facts:

- Indicated for swimmer's ear.
- Contains a germicide effective against gram-negative and gram-positive bacteria, plus fungus and yeast.
- Contains an anti-inflammatory.
- Added benefit of the topical anesthetic pramoxine.

#### Zoto HC Profit Analysis vs. Competitive Item:

Preferred Product	UM	AWP	Direct Cost	AWP Less 12%	Contract Net Sell**	Profit Per Unit
Zoto HC	N/A	\$15.95	\$12.76	\$14.04	\$12.38	\$1.62

  

Competitive Product	UM	AWP	Direct Cost	AWP Less 12%	Net Sell	Profit Per Unit
Cortane-B	N/A	\$15.95	\$12.76	\$14.04	\$13.02	\$1.02

#### Zoto HC Example:

Receive 5% off invoice on all purchases of Zoto HC 10 mL and up to a 4% rebate if a 41% market share is attained.

Market Share	Rebate
58% - 60%	1%
61% - 64%	2%
65% - 69%	3%
≥ 69.5%	4%

\*\* Contract net sell after 5% off invoice and 4% rebate.  
 Rebates will be calculated on an individual store basis.

Manufacturer: **Horizon Pharmaceutical Corporation**

Effective: 2-1-99 - 12-31-99

Savings: **Save 3% Off Invoice**

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#	Cash Savings	Net Sell
Zebutal	50/500/40mg	100	59630-0170-10	Esgic	2831972	283197	\$ 3.65	\$ 54.45

**Key Facts:**

- Indicated for tension headaches.
- AB rated to Esgic Plus Caps.
- Brand name product with a generic price.

**Zebutal Profit Analysis vs. Competitive Item:**

Preferred Product	UM	AWP	Direct Cost	AWP Less 12%	Contract Net Sell**	Profit Per Unit
Zebutal	100	\$68.75	\$55.00	\$60.50	\$54.45	\$6.35

  

Competitive Product	UM	AWP	Direct Cost	AWP Less 12%	Net Sell	Profit Per Unit
Esgic	100	\$115.64	\$96.37	\$101.76	\$98.30	\$3.47

**Zoto HC Example:**

Receive 3% off invoice on all purchases of Zebutal.

\*\* Contract net sell after 3% off invoice.



**RA Advantage™**Manufacturer: **Kerr**

Effective: 1-1-99 - 12-31-99

Savings: **10% Rebate**

<u>Item Description</u>	<u>Strength</u>	<u>Size</u>	<u>NDC#</u>	<u>Compared to:</u>	<u>CIN#</u>	<u>DP#</u>
-------------------------	-----------------	-------------	-------------	---------------------	-------------	------------

Complete line of Prescription Container items.

**Rebate Offer:**

Purchase products at regular prices and receive a 10% rebate.

July - September 1999

21

CH 055697